PHILIP MORRIS
U.S.A.
INTER-OFFICE CORRESPONDENCE
RICHMOND, VIRGINIA

To: Mr. F. A. Hedberg Date: March 8, 1974

From: R. D. Latshaw

Subject: SORBITOL

Mr. Bill Ransom of ICI has called to advise me that supplies of sorbitol are beginning to dwindle because of the switch to sorbitol by glycerin users.

Two of our competitors are now reportedly using sorbitol in their cigarettes. A third is making cigarettes with sorbitol for export and is contemplating using sorbitol for domestic production. Another competitor has said they would not substitute sorbitol for glycerin under any circumstances.

Ransom also reported a $.02 per pound price increase effective March 1. Sorbitol in bulk quantities now costs $.22 per pound.

R. D. Latshaw

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RDL:pa

cc: Mr. D. D. Cousins
Mr. L. H. Davis
Mr. F. L. Daylor
Mr. D. H. Driver
Mr. W. G. Lloyd
Ms. L. L. Robinson
Mr. R. N. Thomson

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